

Division of Business Opportunities & Access to Capital

Increasing Your Access to DC Biz Opps e-Newsletter

Delivering the latest in District Government Business Opportunities and More!

January 13, 2010

NEW YEAR, NEW OPPORTUNITIES

Is Your CBE Firm Ready for Change?

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The Department of Small and Local Business Development (DSLBD) understands that our Certified Business Enterprise (CBE) firms are always on the move, working hard to generate business. We also know that finding business opportunities isn't always an easy task to do while on the go.

In an effort to assist our CBE firms, DSLBD's division of Business Opportunities and Access to Capital (BOAC) is proud to provide you with the information for accessing business opportunities on current solicitations throughout the District of Columbia government.

Increasing Your Access to DC Biz Opps eNewsletter is a courtesy service of DSLBD. The agency monitors contracting opportunities and procurements and utilizes the e-Newsletter to disseminate such information.

CBE firms as well as District based businesses must consider in the New Year, re-evaluation of old business operation techniques. Ask yourself, what worked, what did not work, how did I search for opportunities, what were the tools I used or what tools did I lack in finding my opportunities. Re-evaluate past goals, making them realistic and obtainable through the use of your company's business plan.

Opportunity is all around and is there for the taking, position your company more effectively and positive change should occur.

MEET THE TEAM OF DC's PROCUREMENT TECHNICAL ASSISTANTS CENTER (DC PTAC), JANUARY 20, 2010

REGISTER ONLINE TODAY!

The District of Columbia Procurement Technical Assistance Center (DC-PTAC) provides counseling and procurement assistance to DC-based businesses interested in selling their goods and/or services to federal, state, and local governments. DC-PTAC's Program Director, Ben Simmons, encourages CBE firms to attend the next information session during **Wednesday, January 20, 2010** from **10:00 AM to 12:00 PM**. Location will be 441 4th St., NW, 11th floor (1107 S).

CBEs can register for DC-PTAC assistance by visiting
http://dcptac.ecenterdirect.com/conferencelist.asp?CENTER_ID=2

*What Happens After
Certification?*

*CBE Post Certification
Roundtables
Coming Soon!*

JANUARY 2010						
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Calendar Legend:

Green:

Holidays. DC government closed.

Red:

Deadlines for Public/ Private Sector
Procurement or Bid Opportunities

Blue:

Networking Opportunities

What Happens After Being Approved as a CBE? CBE Post Certification Roundtables

Break in the New Year at one of the newest CBE Post Certification Roundtables. Find out what really happens after obtaining your CBE certification. **February 10, 2010** is the next session where new and veteran CBE firms can get the latest on how DSLBD supports District local and small businesses. **Roundtables will be held on the 2nd Wednesday of each month 4:30 PM to 6:00 PM at 441 4th St., NW, 1107S.** RSVP with Katina Bolden by emailing Katina.bolden@dc.gov. Contact Kimberly R. Smith, Coordinator of Post Certification Roundtables via emailing Kimberlyr.smith@dc.gov for further details.

2010 BOAC Program Calendar, Coming Soon!

Have you gotten the latest on what the Division of Business Opportunities and Access to Capital (BOAC) is doing? BOAC will be in the community January 28, 2010 for the 11th Street Bridge Small Business Fair from 8:30 AM to 12:00 PM. Questions or inquiries can be emailed to kimberlyr.smith@dc.gov. Get into the mix of developing your business opportunities for the New Year.

OCP Procurement Awareness Roundtables Kicking Off in January 2010

OCP Procurement Awareness Roundtables opens the doors for vendors to meet with staff from the Office of Contracting and Procurement and DC Government Independent Agencies, learn about upcoming procurement opportunities, and address any questions or concerns they may have about doing business with the District.

The roundtables are free of charge and are held bi-monthly. The first hour will feature an agency speaker who will discuss their procurement needs. In the second hour, attendees will have an opportunity for dialogue with contracting officers from specific commodity groups.

Pre-registration is required for the 1-on-1 discussions with a contracting officer. To register, please complete the [registration form](#). The Roundtables are held from **3 PM - 5:30 PM** at One Judiciary Square, 441 4th Street, NW, 11th Floor. If taking Metro rail, use the red line to Judiciary Square and exit from the 4th Street side. Upcoming sessions include the below:

- **Wednesday, January 20, 2010** (Register by January 15)
Featured Agency: **Office of the State Superintendent of Education**
Featured Agency: OCP Commodity Group: Information Technology
- **Wednesday, March 17, 2010** (Register by March 12)
Featured Agency: **District of Columbia Housing Finance Agency**
Featured Agency: OCP Commodity Group: Services

Video of OCP Roundtables.

For additional information, please contact Tam Haye at (202) 724-4234 or tamara.haye@dc.gov.

Business Opportunities Corner

Click on the Solicitation Number to review solicitation details.

CBE firms interested in an opportunity seen below should press the CTRL button while using your mouse to click on the highlighted hyperlinks associated with the solicitation notice to gain further information. ***Read the solicitations carefully and thoroughly to find further detailed information.***

Office of Contracting and Procurement (DCSS) Index of Opportunities Solicitation/Application Listing

Before submitting your first DCSS application, you must attend a mandatory Pre-Application Workshop at the Office of Contracting and Procurement, 441 – 4th Street, NW, Suite 700, Washington, DC. For more information about workshops click [DCSS Vendor Workshop](#).

You may also consult our Agency Calendar online at www.ocp.dc.gov or call **Leslie Ramdat (202) 724-5429** for more information and to register for these workshops. *Reopened on December 9, 2009.

Click on the Solicitation Number to review solicitation details.

Solicitation Number	Caption	Status
DCSS-2006-R-96130-00	Temporary Support Services*	Open
DCSS-2006-R-920-00	Information Technology Equipment and Software	Open
DCSS-2006-R-918-00	Mission Oriented Business Integrated Services (MOBIS)	Open
PODS-2003-R-946-00	Audit & Financial Management Services	Open
PODS-2003-R-966-00	Printing and Document Management Services	Open
PODS-2003-R-485-00	Industrial Supplies & Apparel	Open
PODS-2003-R-475-00	Medical Supplies	Open
PODS-2003-R-925-00	Engineering and Logistics Services	Open
PODS-2002-R-924-00	Training Services	Open
PODS-2002-R-934-00	Industrial Services	Open
PODS-2002-R-99029-00	Security Equipment, Security Services and Emergency Preparedness	Open
PODS-2002-R-615-00	Office Supplies, General	Open
PODS-2002-R-037-00	Advertising, Novelties, Souvenirs, Promotional and Specialty Products	Open
PODS-2002-R-961-00	Marketing, Media and Public Information	Open
PODS-2002-R-962-00	Moving and Logistics Services	Open
PODS-2002-R-425-00	Furniture and Furniture Management Services	Open

**Have You Gotten Your
DSLBD DIGEST Today?
Logon to DSLBD.DC.GOV**

Live Video Broadcast of OCP Bid Openings

The Office of Contracting and Procurement is pleased to provide live webcast of the District's Bid Openings. The Bid Openings are held every Monday and Friday at 10 am. The broadcast will only be available during these specified periods. Check the Bid Opening Schedules for specific time and dates.

[View Live Video \(OCP\)](#)

[View Live Video \(DPW, DDOT, OPM\)](#)

After 30 days, copies of the bid tabulations will be made available at 441 4th Street, NW Suite 700 South, Washington, DC 20001.

[Bid Opening Schedule for September 2009*](#)

[Bid Tabulations FY '09](#)

[Bid Tabulations FY '08](#)

**Office of Chief Technology Officers:
Information Technology Staffing
Augmentation (ITSA) Contract**

**For more details or to register to participate visit itsa.ostglobal.com or Contact Brian Cole, PMP
Project Manager
202-271-4952
BCole@ostglobal.com**

Office of Contracting and Procurement
Index of Opportunities Solicitation Listing
<http://app.ocp.dc.gov/RUI/information/scf/SolNumRespond.asp>
 (As of 1/13/2010)

Solicitation Number	Caption	Closing Date	Closing Time	Issuance Date	Agency	Status
DCAM-2010-D-0006	Request for Qualifications (RFQ) for Professional Architect-Engineer (AE) Services	2/19/2010	2:00:00 PM	12/11/2009	DRES	Open
DCBD-2010-R-0001	Solicitation of Statements of Qualifications Architect-Engineering Services	2/10/2010	2:00:00 PM	1/11/2010	OP	Open
DCFL-2010-R-0001	Comprehensive Health Care Services	2/5/2010	2:00:00 PM	11/30/2009	DOC	Open
DCTO-2010-R-0028	Electronic Poll Books	2/3/2010	2:00:00 PM	1/13/2010	BOEE	Open
DCAM-2010-B-0076	Build-Out of Office Space for the Office of Administrative Hearings	2/1/2010	2:00:00 PM	12/31/2009	DRES	Open
DCKA-2010-B-0120	Utility Marking Contract	1/29/2010	2:00:00 PM	1/7/2010	DDOT	Open
DCTO-2010-B-0035	DC One Card Supplies Requirements	1/25/2010	10:00:00 AM	1/8/2010	OCTO	Open
DCTO-2010-R-0036	Document Imaging Management System	1/25/2010	2:00:00 PM	1/8/2010	DHS	Open
DCKA-2008-R-0173	District of Columbia CVIEW Project	1/21/2010	2:00:00 PM	10/13/2009	DDOT	Open
DCHA-2010-B-0037	Development of Kingsman Dog Park and Basketball Courts, and Upshur Dog Park	1/20/2010	2:00:00 PM	12/20/2009	DRES	Open
DCKT-2010-B-0112	Recycling Collection Program Services	1/15/2010	2:00:00 PM	12/15/2009	DDOT	Open
DCTO-2010-R-0016	Voting Equipment	1/15/2010	2:00:00 PM	12/17/2009	OCTO	Open

MORE DISTRICT GOVERNMENT OPPORTUNITIES!!!

- [Technology: NET 2000 Incentives](#)
- [Targeted Incentives: Enterprise Zones and Revenue Bonds](#)
- [Employment Training Tax Credits](#)
- [Housing Development Incentives](#)
- [Targeted and Industry Specific Incentives](#)
- [Finance Incentives for Nonprofits](#)
- [Small Business Assistance](#)
- [Tax Increment Financing](#)

Visit

<http://dcbiz.dc.gov/dmped/cwp/view,a,1365,q,569271,dmpedNav,|33026|33028|.asp>

It's 2010 and have you planned your businesses' marketing or business development strategy? If not, use this great tool by the District of Columbia's Office of Contracting and Procurement (OCP)--Fiscal Year 2010 Procurement Forecast.

FY 2010 Procurement Forecast is an online tool used to assist businesses in planning their marketing efforts to District government agencies. The forecast is derived from information provided directly by the agencies supported by OCP and displays their planned procurements. **The information is subject to change during the fiscal year.**

Visit the website below to view over 504 forecasted opportunities.

<http://app.ocp.dc.gov/rui/information/forecast/forecastmain.asp>

Visit us at <http://dslbd.dc.gov>

Look under Information

- [Request for CBE Firm Information](#): If you need a joint venture partner or have subcontracting opportunities for a CBE firm, simply log online to the DSLBD website and fill out this form.
- [Current Projects*](#): Looking for the latest District of Columbia projects with CBE Agreements associated? CBE agreements allow for 35% utilization of CBE firms on such projects.
- [Access to Capital Guide: Find out about loan programs at area banks*](#): Stimulus funding has been received by the SBA, which in turn appropriates money to local area banks that apply for funding. Looking for those banks? Well use this resource for a better understanding of where to access capital through traditional lending outlets.
- [Researching DC Government Business Opportunities Presentation*](#): Still don't understand how to procure your goods or services with District government? Use the information in this presentation to begin developing your plan of action for developing business opportunities, today!

BONDING ASSISTANCE PROGRAM FOR CERTIFIED DBEs ON RECOVERY ACT (ARRA) PROJECTS

Applications are available online at
<http://www.dot.gov/recovery/ost/osdbu/>

The U.S. Department of Transportation is offering direct reimbursement of bonding premiums and fees to certified Disadvantaged Business Enterprises (DBEs) performing (or competing for) transportation projects funded through the American Recovery and Reinvestment Act (ARRA). **Applications must be received by mail or e-mail (no faxes) on or before September 8, 2010.** Bond issue dates for ARRA projects must date on or after August 28, 2009.

For more information, contact: OSDBU at U.S. Department of Transportation, 202-366-1930 or 1-800-532-1169 (email: bap.arra@dot.gov)

or

Linda Fennell, Coordinator, District Department of Transportation Business Opportunity and Workforce Development Center, 202-645-8620 or email: Linda.fennell@dc.gov.

DISTRICT OF COLUMBIA GOVERNMENT INDEPENDENT PROCURING AGENCIES GO FROM 13 TO 15!

<http://ocp.dc.gov/ocp/cwp/view,a.1296,q.576327,ocpNav,132644|.asp>

Phone numbers for each agency can be found by visiting, <http://ocp.dc.gov/ocp/cwp/view,a.1296,q.639509.asp#4>

	Agency	Acronym	Current Business Opportunities Webpage	Contact	Email (first name.last name@dc.gov)
1	Child and Family Services Agency	CFSA	Contracting Opportunities	Tara Sigamoni	tara.sigamoni @dc.gov
2	DC Lottery and Charitable Games Control Board	DCLB	Procurement Department	Joseph Giddis	joseph.giddis @dc.gov
3	DC Public Libraries	DCPL	Business Opportunities	Wayne Minor	wayne.minor @dc.gov
4	DC Public Schools	DCPS	Current Solicitations	Gloria Bazemore	glorious.bazemore@k12.dc.us
5	DC Sports and Entertainment Commission	DCSEC	Business Opportunities	Maurice Henderson	mhenderson@dcsec.com
6	DC Water and Sewer Authority	DC WASA	Request for Quotations	John Christodoulakis	john.christodoulakis@dcwasa.com
7	Department of Mental Health	DMH	Index of Procurement Opportunities	Samuel Feinberg, CPPO	samuel.feinberg @dc.gov
8	Department on Disability Services	DDS	Business Opportunities	Janice Parker Watson	janice.watson @dc.gov
9	Office of Public Education Facilities Modernization	OPEFM	Doing Business	Eugene Slater	eugene.slater @dc.gov
10	Office of the Chief Financial Officer	OCFO	Current Solicitations	Joseph Giddis	joseph.giddis @dc.gov
11	Office of the Deputy Mayor for Planning and Economic Development	ODMPED	Procurement Opportunities	Mr. Surinda Sharma	surinder.sharma @dc.gov
		ODMPED	Development Opportunities	VACANT	VACANT
		ODMPED	City Wide Initiatives		
12	Department of Real Estate Services formerly known as Office of Property Management	DRES	Business Opportunities with OPM Open Solicitations for Space	Wilbur Giles	wilbur.giles@dc.gov
13	Department of Transportation	DDOT	Business Opportunities	Jerry Carter	jerry.carter @dc.gov
14	University of the District of Columbia	UDC	Executive Officers	Maryann Harris	mharris@udc.edu
15	Washington Convention Center Authority	WCCA	Current Business Opportunities	Jonathan Butler (Dir.) Brenda Fuller (Mgr.)	JButler@dcconvention.com bfuller @ dcconvention.com

Revised 12.09.09

http://ocp.dc.gov/ocp/LIB/OCF/Independent_Agencies_09092009.pdf



DC Department of Small & Local Business Development

DIVISION OF BUSINESS OPPORTUNITIES AND ACCESS TO CAPITAL
eBLAST REWIND

See below for opportunities and notifications that CBE firms have received in December 2009 to January 2010 from the division of Business Opportunities and Access to Capital. CBE firms are always encouraged to inquire about the below eBlast notifications or previous eBlasts. The opportunities are listed in descending date order from present to past.

The notices sent via the CBE Online system come with specific contact information for the respective opportunity, but if you are having issues reaching the prime contractor, developer, or program manager of the opportunity provided, follow-up with your DSLBD business development specialist. Call (202) 727-3900 or email us.

Email Description	Created By	Date Sent/Printed
Event Notice: FCC Workshop on Financial and Marketplace Issues 1_12_10	Martin, Vonetta B.	1/8/2010 18:00
CBE Post Certification Roundtable	Smith, Kimberly	1/8/2010 15:01
OPEFM Correspondence	Smith, Kimberly	1/7/2010 17:00
Biz Opps:Dulles Transit Partners-Procurement Alerts Jan. to Mar. 2010	Martin, Vonetta B.	1/4/2010 16:04
Biz Opp: DRES IDIQ Architect- Engineer Jan. 6th to Feb. 19th	Martin, Vonetta B.	1/4/2010 15:00
Biz Opp Notice: HESS Construction- HD Woodson High School 12_30_09	Martin, Vonetta B.	12/24/2009 14:00
Advertising and Marketing Opportunities	Smith, Kimberly	12/11/2009 16:00
DSLBD BUSINESS OPPORTUNITIES e-NEWSLETTER (Dec.) 12_10_09	Martin, Vonetta B.	12/10/2009 23:03
CBE Workshops	Smith, Kimberly	12/9/2009 20:01
D.C.PCSB Recruitment Expo-Vendor Opps 01_09_2010 (Attachment Enclosed)	Martin, Vonetta B.	12/8/2009 10:01
Event Notice: FCC Workshop on National Broadband Initiative 12_9_09	Martin, Vonetta B.	12/7/2009 17:00
CBE Post Certification Roundtable	Smith, Kimberly	12/3/2009 14:06
Biz Opp: Pre-Bid Conf. Sheridan Station- William C. Smith-Dec.7th	Martin, Vonetta B.	11/30/2009 14:00
Biz Opp- WMATA Replacement of Southeastern Bus Garage- 12/11/09	Martin, Vonetta B.	11/19/2009 16:01
Request for Information-by RUS, NTIA, DOC- ARRA Broadband Initiative	Martin, Vonetta B.	11/18/2009 11:00
WASHINGTON CONVENTION CENTER RFP: 100% CBE PARTICIPATION	Gist, William	11/10/2009 16:52
FCC "Capitalization Strategies Workshop for Telecom Industry" 11_12_09	Martin, Vonetta B.	11/10/2009 11:00
Hamel Builders Inc.	Smith, Kimberly	11/6/2009 17:01
Business Opp. Dulles Transit Partners, LLC- Various (Nov. 09)	Martin, Vonetta B.	11/5/2009 9:02
HESS Construction	Smith, Kimberly	11/4/2009 18:58
Clark Construction Opportunities	Smith, Kimberly	11/2/2009 19:01

PRIVATE SECTOR BUSINESS OPPORTUNITIES REGISTERED WITH DSLBD

- District Of Columbia Government CBE Agreements--**CURRENT PROJECTS***
- **Clark Construction Opportunities**
- **International Business Opportunity--**
Trade Mission Trip to Trinidad and Tobago hosted by [NS and J Advisory Group](#)

DISTRICT OF COLUMBIA

RECOVERY DC.GOV

<http://recovery.dc.gov/recovery/cwp/view,a,1257,q,461898,coveryNav,1489,.asp>

The District government is coordinating recovery-related efforts through a system of 12 workgroups that include the relevant local agencies. [See details.](#)

The District is also establishing policies and procedures to manage recovery-related projects. [See detail](#)

FEDERAL BIZ OPPS

1. Contracting with Federal Government-- MUST REGISTER WITH....
Central Contractor Registration (CCR):
<http://www.ccr.gov/Default.aspx>
2. FedBiz Ops.gov-- <https://www.fbo.gov/index?cck=1&au=&ck=>
3. U.S. Small Business Administration— Contracting Opportunities
 - [8A Loan Program](#)
 - [HUBZone](#)
 - [SBIR/STTR Programs](#)
4. [Procurement Center Reps](#)
5. [Procurement Assist Centers](#)
6. [U.S. General Services Administrators- Doing Business with GSA Office of Small and Disadvantaged Business Utilization \(OSDBU\)](#)
7. [UNITED STATES OF AMERICA GOVERNMENT RECOVERY.GOV -- http://www.recovery.gov/](#)

**Log On to DSLBD.DC.GOV for More About:
Business Opportunities and Access to
Capital Division**

- [About Business Opportunities and Access to Capital Division](#)
- [Request for CBE Firm Information](#)
- [Business and Contracting Opportunities](#)
- [Current Projects*](#)
- [Access to Capital Guide: Find out about loan programs at area banks*](#)
- [Find information about the procurement process, the DC Supply Schedule, and business opportunities](#)
- [Industrial Revenue Bond](#)

JANUARY 2010

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DIVISION OF BUSINESS OPPORTUNITIES & ACCESS TO CAPITAL (BOAC)

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